



**JOB TITLE:** Vice President of Sales – Industrial

**SUMMARY:**

Quake Global is seeking a relentless and results-driven **Vice President of Sales with a true hunter** mentality to drive the expansion of our industrial telematics modem product line worldwide. This high-impact role requires an aggressive approach to identifying, pursuing, and closing **new OEM and aftermarket business opportunities** while also developing and managing direct and indirect sales teams.

The ideal candidate thrives on outpacing the competition and driving revenue growth through OEM program (design) wins and aftermarket programs. The successful candidate will lead a high-performance sales team, executing a sales strategy that consistently exceeds targets.

**Primary Functions:**

- Manages, directs, and executes sales efforts for the Industrial Telematics business
- Creates and drives a “design win urgency” culture in the business.
- Develops and implements sales strategies and tactics in concert with the Company’s strategic plan, product roadmaps, annual budget, and governance policies.
- Is responsible for recruiting, developing, and managing sales resources (direct & indirect) to ensure they remain focused on Quake Global’s business objectives.
- Engages customers at all levels and communicates the needs of customers to the business.
- Maintains confidentiality in all aspects of staff, business strategy, and financial information.
- This is a combined leadership and individual contributor (player & coach) role.

**Supervisory Responsibilities:**

Lead and mentor the industrial sales team, providing guidance and support to achieve individual and team sales targets.

**Essential Responsibilities:**

- Drives the sales team to meet departmental and organizational strategic and revenue goals.
- Develops (in collaboration with the executive team) and executes robust sales strategies to create a substantial business pipeline, capitalize on growth opportunities, and enhance brand and product awareness.
- Using public and personal networks, identifies and develops attack plans for, and pursues new industrial telematics sales opportunities.
- Stays informed about industry developments and product advancements, regularly updating senior management with reports covering business activity, market trends, competitive products and messaging, and sales initiatives.

- Analyzes and summarizes competitor products, activities, and market trends to help identify sales opportunities.
- Understands and effectively conveys technical product information, providing detailed explanations and addressing customer inquiries.
- Manages and owns the entire sales process from lead generation to deal closure.
- Develops customer proposals, pricing quotes, and bid support documents, managing contracts through the sales stages to deal closing.
- Represents Quake Global at industry events, generating (as appropriate) leads from trade shows and networking events.
- Maintains and provides timely and accurate pipeline tracking within the CRM platform.
- Analyzes data and implements corrective actions for exception conditions (e.g., budget or forecast miss) and reports on progress to the Quake leadership team.

### **Qualifications:**

- Bachelor's Degree in technical discipline; an advanced degree is a plus.
- At least 10 years of proven sales experience in the technology sector. Prior experience (or exposure) to telecommunications or satellite technologies is advantageous.
- At least 10 years of experience in sales and business development, selling technology-enabled solutions to system integrators, M2M service providers, **and OEM companies** in the agriculture, oil and gas, and vehicle telematics segments.
- Strong background in new business development, client relationship management, and sales forecasting.
- Technically proficient and comfortable discussing a broad range of products and technologies, and able to interact effectively with highly trained technology professionals.
- An assertive and intelligent team player with the ability to lead, identify, and close business opportunities.
- Has developed problem-solving abilities and strong negotiation skills, and able to demonstrate successful negotiated outcomes.
- Comprehensive knowledge of the sales cycle, including account tracking, sales activity forecasting, and regular reporting to management.
- Ability to manage multiple opportunities simultaneously at various stages of the sales cycle.
- Excellent listening, speaking, and written communication skills.

*Quake Global is a growth-focused company with a bias for action and wants people with a passion to win. The successful candidate must be a self-starter, have a "get-things-done" mindset, think strategically and out-of-the-box, but act tactically and in a structured way. The candidate is expected to drive results and will put the goals of the company ahead of personal objectives.*

*Estimated base salary range: **\$150,000.00 - \$170,000.00 plus commission.***

*Compensation decisions may vary depending on multiple factors, including location, role, job-related knowledge, skills, relevant education, and experience within the industry.*

*We are proud to be an equal opportunity employer. Quake provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.*